

# **Exhibit 18**

**Excerpts of SW-SEC00313350**

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**Sent:** 10/29/2018 9:14:30 PM  
**To:** Johnson, Rani [/o=ExchangeLabs/ou=Exchange Administrative Group (FYDIBOHF23SPDLT)/cn=Recipients/cn=0ee57945f15e47b3abaa99a59170ad3f-Johnson, Ra]  
**Subject:** Solarwinds state of security operations [Autosaved].pptx  
**Attachments:** Solarwinds state of security operations [Autosaved].pptx

This powerpoint contains the current state of security slides updated for October. A review of what we asked for last August and a red yellow green status showing how we have done on our initiatives. A 2019 plan and ask for security. We can review in tomorrow but it's a reasonable place to start.

Tim

## INFORMATION SECURITY -

Risk review October 2018

## A Proactive Security Model – Original plan and request from August 2017

**Risk Mitigation Plan for IT Security Operations**

Lock down our critical assets that could cause a major event

- External PEN test of our environment – Provide a baseline
- Lock down administrative access and improve identity management process and procedures
- Implement Web Application FW to protect our critical web properties

Improve Cyber Hygiene so we are not a target of opportunity

- Improve coverage for endpoint security, encryption, event management
- Improve system scanning coverage, monitoring and patching
- Implement DLP on the endpoints

Implement security training for all employee's

Focus on security areas that provide the biggest impact

- Coordinate IT Security Ops activities across all organizations. Standardize policies, share best practices and

~~Coordinate the measurement of risk for the organization~~

**Redacted**

- Reduce the number of security incidents by implementing industry standard best practices.
- Accelerate cross company adoption of all security controls

**Risk Mitigation Plan for Product Security/Dev Ops**

Establish a global, cross-pillar Security Champions – Product team members with 30% of their time dedicated to security. Dotted line report to VP Security Architecture

- Internal Training and Outreach
- Coordinate internal product security testing and application vulnerability scanning
- Internal bug bounty program
- Product Management and Engineering management coordination
- Measurement of risk and effectiveness of program per product line

Invest in Commercial code scanning tool

Invest in developer security training

**Overall Budget Request:**

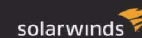
Security Program Manager	\$180 IT/Dev Ops	
Security Architect	\$180 IT/Dev Ops	
Application Firewall	\$40K per year	
Internal/External PEN test	\$50K	
Company wide Security Training	\$30K	
Secure development training	\$30K	
Commercial application code scanner	\$70K	
<b>Total</b>		<b>\$580K + 30%</b>
time of 4 Security Champions		

**Risk of Non-Investment**

- Current state of security leaves us in a very vulnerable state for our critical assets. A compromise of these assets would damage our reputation and financially.
- Lack of cyber hygiene leaves us open to being a target of opportunity and a compromise will create downtime and lost revenue
- We have had 22 reported security incidents this year. Reactive responses costs significantly more than being proactive.
- We have lost a renewal of DPA for Accenture (192K) due to utilizing free code scanning tools that did not find all vulnerabilities.
- Without training our employees will continue to be one of our biggest risks
- Appropriate security policies, procedures, training, PEN testing are required by our commercial customers and asked for in qualifying questionnaires. Without appropriate answers we will lose business

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## A Proactive Security Model – Updated October 2018 with status

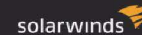
**Risk of Non-Investment**

•Current state of security leaves us in a very vulnerable state for our critical assets. A compromise of these assets would damage our reputation and financially.  
 •Lack of cyber hygiene leaves us open to being a target of opportunity and a compromise will create downtime and lost revenue  
 •We have had 22 reported security incidents this year. Reactive responses costs significantly more than being proactive.  
 •We have lost a renewal of DPA for Accenture (192K) due to utilizing free code scanning tools that did not find all vulnerabilities.  
 •Without training our employees will continue to be one of our biggest risks  
 •Appropriate security policies, procedures, training, PEN testing are required by our commercial customers and asked for in qualifying questionnaires. Without appropriate answers we will lose business

**Overall Budget Request:**

Security Program Manager	\$180 IT/Dev Ops
Security Architect	\$180 IT/Dev Ops
Application Firewall	\$40K per year (Webdev team)
Internal/External PEN test	\$50K = \$25K Spent (25K Cloud PEN test, MSP Security team (2) established, Core Security team established)
Company wide Security Training	\$30K
Secure development training	\$30K
Commercial application code scanner	\$70K (Checkmarx acquired)
<b>Total</b>	<b>\$580K + 30%</b>
time of 4 Security Champions	

## Nov 2018 – 2019 Security Plan

**Risk Mitigation Plan for IT Security Operations****Reduce number of incidents overtime (Training will most likely increase the number of incidents)**

- ✦ Train users, Train developers, Train data owners,
- ✦ Utilize security subgroups within Core and MSP to coordinate testing, developer support and incident support
- ✦ Improve adherence to policy or new policy creation where necessary. User errors account for many of our high risk incidents.

**Discover incidents earlier in the lifecycle**

- ✦ Record, manage, track and appropriately prioritize internally reported security issues (In Process)
- ✦ PEN test internal and external. Create Internal Bug Bounty program and external recognition program
- ✦ Extend monitoring to production environments of cloud and MSP
- ✦ Increase active monitoring of O365, Azure AD, Nebula, Akamai, and Palo Alto.
- ✦ Implement SOC services with real time monitoring. (Utilize Threat Monitor)

**Contain, track progress and manage risk**

- ✦ Discover and manage access control for existing users and administrators
- ✦ Implement overall identity management program for privileged users and all users. Use AD as primary source of truth.
- ✦ Model and adjust breach containment approach (PEN Test Core Infrastructure)
- ✦ Consolidate and track progress with MSP, Core Dev Ops and IT security teams

**A proactive security model**

- ✦ Utilize Security Champions within MSP (2) and Core (2) to assist with education, training and internal incident tracking and remediation
- ✦ Develop internal Bug Bounty program to promote self reporting and awareness
- ✦ Work closely with the security PM and Engineering team to drive real world knowledge and requirements.
- ✦ Utilize SOC running Threat Monitor to improve overall security, decrease time to discover/resolve incidents and develop Content for Threat Monitor that can be utilized in customer environments

**Overall Budget Request:**

Staff Security Operations Center (3 Bmo)	\$90K
Internal/External PEN test (External PEN test for Core Infrastructure and Core products)	\$50K
Internal Bug Bounty program	\$10K
Company wide Security Training (training)	\$30K
Secure development training	\$30K
<b>Total</b>	<b>\$210K</b>

**Risk of Non-Investment**